

Current Data

New Retail Deliveries YTD (units)	388
Month of Year	5
Average # Retail Units Delivered Per Month	78
Total # Units Currently in Inventory	118
Months Supply "In Units"	1.5
CURRENT Inventory Turn Rate	7.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 982
CURRENT Monthly Gross Profit	\$ 76,175
CURRENT Yearly Front End Gross Profit Total	\$ 914,103

Projection

	10.0
\$	700.0
	98
\$	68,833
\$	(7,342)
\$	826,000
\$	(88,103)

Additional Income

				Monthly
				21
Current New Vehicle F&I Average PVR			1150.78	\$ 24,166
PDI & Accessory Sales PVR	795	X 50% Gross	\$ 398	\$ 8,348
Trade %	66%	# of Trades	13.9	\$ 624

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	2.1	\$	5,272
Average Recon on U/C Trade	895	X 50% Gross	\$ 448	\$	31,373
Average PUVR Wholesale			\$ 300	\$	3,534
Average PUVR (Front and Back) on Trades			\$ 2,663	\$	-
Hard Pack Per Unit UV			\$ 300	\$	14,719
Hard Pack Per Unit NV				\$	21,000
Doc Fee/ Admin Fee Per Unit			\$ 449	\$	15,750
OEM Incentives Per Unit			\$ 1,000	\$	23,100
Floorplan Assistance Per Unit			\$ 750	\$	(7,341.93)
Advertising Credits Per Unit			\$ 1,100	\$	147,885
Total Washout PNVR (Adjusted for %s)			\$ 8,053	\$	140,543
Note: This does not include future Gross Opportunities				\$	791,927



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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additonal NV Units	252
NV F&I Increase	\$ 289,997
PDI & Accesory Increase	\$ 100,170
UV Wholesale Increase	\$ 7,484

UV Recon Increase	\$	63,264
UV Retail PUVR Increase	\$	376,474
Hard Pack Increase UV	\$	42,412
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	176,624
OEM Incentives Increase	\$	252,000
Floorplan Assistance Increase	\$	189,000
Advertising Credit Increase	\$	277,200
Front End Variance (from above)	\$	(88,103)
Additional Income Variance	\$	1,774,624
Total Variance	\$	1,686,521
Total Projected Gross Profit	\$	9,503,129





Projections

Data	Projected New Retail Deliveries YTD (units)	1,180
	Average <u>Front End</u> Gross Profit PNVR	\$ 982
	Annualized Yearly Front End Gross Profit Total	\$ 1,158,335



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,151	\$	1,357,920
PDI & Accessory Sales PVR	\$ 795	X 50% Gross	\$ 398	\$	469,050
Trade %	66%	# of Trades	778.8		778.8
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	116.8		116.8
Average Recon on U/C Trade	\$ 895	X 50% Gross	\$ 448	\$	296,236
Average PUVR Wholesale			\$ 300	\$	35,046
Average PUVR (Front and Back) on Trades			\$ 2,663	\$	1,762,853
Hard Pack Per Unit UV			\$ 300	\$	233,640
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 449	\$	827,049

OEM Incentives Per Unit	\$	1,000	\$	1,180,000
Floorplan Assistance Per Unit	\$	750	\$	885,000
Advertising Credits Per Unit	\$	1,100	\$	1,298,000
Total Washout PNVR	\$	8,053	\$	9,503,129
Note: This does not include future Gross Opportunities				

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